

CFTC Ex. 274

To: Ryan Dillman[rdillman@longleaftrading.com]; James Hatzigiannis[jhatzigiannis@longleaftrading.com]; Nicholas Gunther[ngunther@longleaftrading.com]; Alexander Stemper[astemper@longleaftrading.com]
From: Jim Donelson[jdonelson@longleaftrading.com]
Sent: Fri 7/27/2018 1:04:01 AM (UTC-04:00)
Subject: FW: InsideSales.com - Broker - Call Results
[All Brokers - Call Results - 20180726.csv](#)

After my discussion on Tuesday, these call volumes are unacceptable. 200 per day is the number and we better start hitting it.

Jim

From: reports@insidesales.com <reports@insidesales.com>
Sent: Thursday, July 26, 2018 11:46 PM
To: Jim Donelson <jdonelson@longleaftrading.com>
Subject: InsideSales.com - Broker - Call Results



All Brokers - Call Results

insidesales.com
intelligent sales technology

TOTAL TOTAL # OF DIALS 533	TOTAL NO ANSWER 308	TOTAL CORRECT CONTACT 27	TOTAL CONTACT 9
TOTAL BAD NUMBER 12	TOTAL WRONG NUMBER 5	TOTAL BUSY 3	CFTC EXHIBIT 274

Report Details

Total:5 (Limit 500)

Employee	Total # of Dials	No Answer	Contact	Correct Contact	Bad Number	Wrong Number	Busy	Talk Time
Ryan Dillman	81	68	0	3	1	3	3	00:07:32
Scott Gecas	21	0	0	0	0	0	0	02:16:15
Nick Gunther	196	111	2	14	4	0	0	01:37:33
James Hatzigiannis	97	30	0	3	0	0	0	00:54:07
Alex Stemper	138	99	7	7	7	2	0	01:13:32

Report Details

Total:5 (Limit 500)

To: James Hatzigiannis[jhatzi@longleaftrading.com]; Ryan Dillman[rdillman@longleaftrading.com]; Alexander Stemper[astemper@longleaftrading.com]; Nicholas Gunther[ngunther@longleaftrading.com]
Cc: Andrew Nelson[anelson@longleaftrading.com]; Scott Gecas[sgecas@longleaftrading.com]
From: Jim Donelson[jdonelson@longleaftrading.com]
Sent: Fri 7/27/2018 11:02:04 AM (UTC-04:00)
Subject: Clean up of InsideSales

All,

Today I am cleaning up InsideSales. From this day forward, I will be transferring better leads based on effort. If you are not dialing, you will not be getting leads transferred to you. Effort equates to success and the effort over the last two weeks hasn't been there. I am keeping my eye on the statistics today so I know where everyone is.